



NEWS RELEASE

PRESS OFFICE

Release Date: May 23, 2000
Release Number: 00-42

Contact: Mike Stamler (202) 205-6740
Internet Address: www.sba.gov/news/

SBA HONORS 12 FINANCE ORGANIZATIONS WITH INAUGURAL NEW MARKETS LENDING AWARD

Chase Manhattan Earns Special Recognition for Outreach

WASHINGTON - The U.S. Small Business Administration (SBA) today recognized for the first time ever the outstanding efforts of rural and urban lenders who have demonstrated a strong commitment to provide financing and other assistance to the nation's 'New Market' communities. These are population and geographic sectors of the country that have economic potential, yet have been bypassed in securing the benefits of the expanding U.S. economy.

The SBA's 'New Markets Lending Awards' were presented in conjunction with national Small Business Week, which runs through May 27th. The agency, which is holding a three-day business conference and awards ceremony in Washington, DC, expects to make this newest award part of the annual SBA presentations.

"We are here today to recognize 12 lenders for their outstanding effort to make more loans available to entrepreneurs in America's New Markets, particularly to minorities and women," said SBA Administrator Aida Alvarez. **"They have shown their determination to serve these New Markets with innovation and creativity, and each is to be congratulated."**

Chase Manhattan Bank of New York, N.Y., was among the 12 recipients, but was singled out for special national recognition based on its exceptionally high levels of assistance.

Commenting on the singular accomplishments of Chase Manhattan, Administrator Alvarez said, **"The Chase Manhattan Bank has played a huge role in economic development in its operational areas of New York, New Jersey, Connecticut and the U.S. Virgin Islands. Chase has played a strong and positive role in helping to develop prosperity in many diverse communities, not just with loan dollars, but with flexibility in its loan products and a commitment to technical assistance."**

Nominations for the awards came from the agency's field offices located in 10 SBA regions, based on criteria that included:

-more-

- Volume of lending to New Markets small businesses (both dollars and number);
- Amount and quality of assistance provided those firms before and after a loan closing;
- Effectiveness, innovation and boldness used to overcome challenges with New Markets lending; and
- Dedication to New Market communities as demonstrated through special products and services.

The SBA's New Markets Lending Award recipients were selected from three main categories, which are SBA's pool of 7(a) Participating Lenders, Certified Development Companies and micro-lenders -- those that deal in very small loan amounts.

President Clinton's New Markets Initiative brings together a variety of economic development tools that newer, smaller businesses need to succeed. These include those services provided by the lenders honored today, such as credit and technical assistance. An important addition to this effort will surface soon after a bipartisan legislative package now moving through the Congress is completed, which contains other necessary elements, such as a special SBA venture capital program and tax incentives designed to help economically distressed communities.

The full list of winners includes:

Preferred Lender Participant, Urban - SBA Region 2
Chase Manhattan Bank
270 Park Avenue
New York, NY

Preferred Lender Participant, Rural - SBA Region 2
Banco Popular de Puerto Rico
P.O. Box 362708
San Juan, PR 00936

Preferred Lender Participant, Special Achievement - SBA Region 3
National City Bank of Pennsylvania
801 State Street
Erie, PA 16501

Participating Lender, Urban - SBA Region 3
United Bank of Philadelphia
300 N. Third Street
Philadelphia, PA 19106

Participating Lender, Rural - SBA Region 6
Lone Star National Bank
P.O. Box 1127
Pharr, TX 78577

-more-

Participating Lender, Special Achievement - SBA Region 3

PGC Financial Services Corporation

4640 Forbes Blvd.

Suite 200

Lanham, MD 20706

Certified Development Companies, Urban - SBA Region 5

Small Business Growth Corporation

2921 Greenbriar Drive, Suite C

Springfield, IL 62704

Certified Development Companies, Rural - SBA Region 4

Georgia Mountain Regional Economic Development Corporation

P.O. Box 3340

Gainesville, GA 30503

Certified Development Companies, Special Achievement - SBA Region 2

Long Island Development Corporation

255 Executive Drive

Plainview, NY 11803

Micro-Lender, Urban - SBA Region 3

Virginia Community Development Loan Fund

1624 Hull Street

Richmond, VA 23224

Micro-Lender, Rural - SBA Region 9

PPEP Microbusiness & Housing Development

1100 East Ajo Way, Suite 209

Tucson, AZ 85713

Micro-Lender, Special Achievement - SBA Region 9

Bay Area Microloan Program

Oakland Business Development Corporation

519-17th Street, Suite 100

Oakland, CA 94612